

THE CONKLIN PEN MANUFACTURING CO.

Conklin
FILLER
Fountain Pen

TOLEDO, OHIO
U. S. A.

January 20, 1921.

Mr. Charles Morse,
Lancaster, N. H.

Dear Sir:-

You can increase your fountain pen profits by giving quick service on Conklin repairs and adjustments. Good service to your customers is the best advertisement you can have. It establishes for your store a reputation that spreads rapidly and creates a well satisfied and ever increasing patronage.

Conklin parts are manufactured according to blue print plans, consequently all parts of any one model as now produced are fully interchangeable. This standardization of parts, their interchangeability and the fact that there are only eight distinct units to its construction make it possible for you to take down, repair and reassemble any Conklin Crescent Filler Fountain Pen in only a very few moments.

This enables you to render real Conklin service - the kind of service your customers want and the kind you can give them with a Conklin Service Repair Kit.

Conklin Service Repair Kits are manufactured in two sizes. Number one is the smaller and contains tools and parts for making repairs and adjustments to every part of the Conklin except the gold pen point. Number two is the larger kit and contains a larger assortment of parts than number one and also has the necessary tools to make all repairs and adjustments, even to a burnishing block, anvil, feed block, etc., for doing the fine work necessary on gold pen points.

A complete book of instructions and service manual is included with each outfit. This book fully illustrates and describes every repair problem that may be brought into your store. Two sample pages taken from this manual are reproduced on the enclosed circular.

Both outfits are so complete and the instructions so thorough that any clerk can quickly learn how to do this work, thus enabling you to turn your fountain pen repair opportunities into quick profitable sales.

The Conklin Service Repair Kit is a new addition to the Conklin line and at present only a limited number are available. To insure receiving your kit from the stock we now have on hand, indicate an "X" on the enclosed post card showing whether you want number one or number two and mail the card today.

Yours truly,

THE CONKLIN PEN MFG. CO.

By 

You Can Increase Your Profits by Rendering Quick Service on Fountain Pen Repairs

CONKLIN SERVICE REPAIR KIT No. 2

Below is listed contents as to tools and spare parts which are marketed complete. Part shipment of tools or parts cannot be made

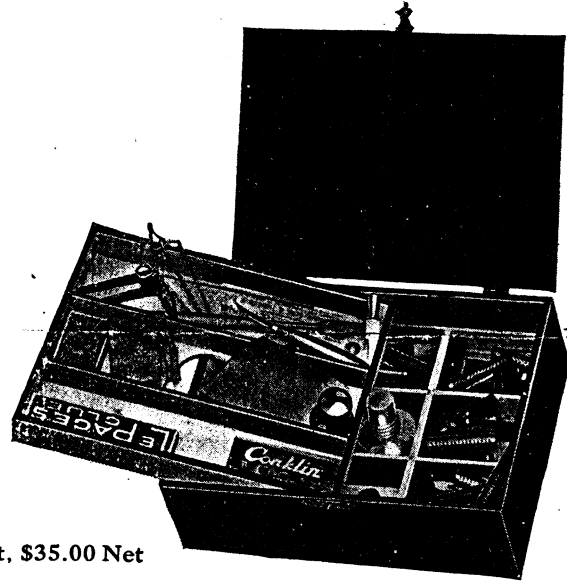
This is the No. 2 Conklin Service Kit, shipped complete with all parts and tools ready for you to render efficient repair service.

SERVICE EQUIPMENT

Spreader Glue Reservoir Hook Feed Drive Pin Burnisher
 Hammer Alcohol Lamp Eye Glass Chamois Matches
 Combined Burnishing Block, Section Puller Sheet Rubber
 Anvil and Feed Block File

Conklin Standardized Interchangeable Pen Parts

No. of Pens	Caps with Clips	Lockrings	Bars	Reservoirs	Feeds	Barrels
25	3	3	2	9	3	1
25 P.	3		2	9		1
30	6	6	3	36	2	3
30 P.	3		2	18		2
40	3	3	2	18	1	1
40 P.	3		2	9		1
50	2	2	1	9	1	1



Price Complete No. 2 Kit, \$35.00 Net

A SAMPLE PAGE FROM CONKLIN'S MANUAL ON PEN REPAIRS

Fountain Pen Complaints, Causes and Their Remedies

Page 9

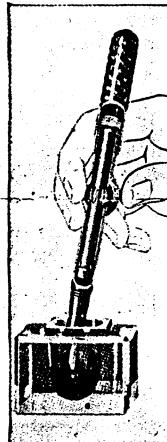
CAUSES OF COMPLAINTS

Teach the User to Properly Fill the Pen

Instructions for Filling.—Turn the lock-ring to open slot, depress the Crescent-Filler as far as possible, thus excluding all ink and air in ink reservoir; while Crescent-Filler is depressed submerge the gold pen and the end of the holder in the ink. While submerged, release Crescent-Filler and the ink reservoir will completely fill with ink. Then turn back lock-ring to secure Crescent-Filler.



Depressed Ready for Filling



Released and Ink Reservoir Filled

If in this filling process you hear the pen draw air the operation should be repeated, dipping the pen deeper into the ink.

Occasionally the individual is equipped with a fountain pen not suited to his requirements, or is not familiar with the proper detail of its care. Such a condition will bring out various statements of apparent dissatisfaction—most of them easily overcome.

The following are some of the statements (with their reasons and remedies) that a dissatisfied user may present:

(1) "This Fountain Pen Leaks."

Reason.—The so-called "leaking" may be caused by holding the pen point downward when screwing on the cap, which permits the ink to fill the feed channels to their utmost capacity, and then when the position is reversed, pen point upward, the ink cannot flow back into the reservoir because of the air-tight chamber around the gold pen. As a result, the ink flows down the side of the pen section and into the cap when cap is unscrewed from barrel.

Again, if the cap is not screwed down tightly, the air circulating around the gold pen permits the ink to flow without restraint if carried pen point downward. Thus, it fills the cap and this creates the impression that the pen leaks.

A defective or punctured sac or a cracked inner cap will cause the pen to leak, because an air or ink tight seal cannot be secured.

Remedy.—Remove the cap, and discharge the ink and air by completely depressing the Crescent-Filler. While the Crescent-Filler is depressed, screw the cap on until it is tightly seated. If the pen is air-tight (non-leakable) the Crescent-Filler will remain depressed when released;

The Conklin Pen Mfg. Co., Toledo, Ohio

BOSTON
Blake Bldg.

CHICAGO
Lytton Bldg.

SAN FRANCISCO
Phelan Bldg.

A Conklin Repair Service Kit is a Real Investment That Will Increase Your Profits and Build Greater Prestige

CONKLIN REPAIR SERVICE KIT No. 1

Below is listed contents as to tools and spare parts which are marketed complete. Part shipment of tools or parts cannot be made

This is the No. 1 Conklin Service Kit, shipped complete with all parts and tools ready for you to render efficient repair service.

SERVICE EQUIPMENT

Spreader
Eye Glass
Section Puller

Glue Matches

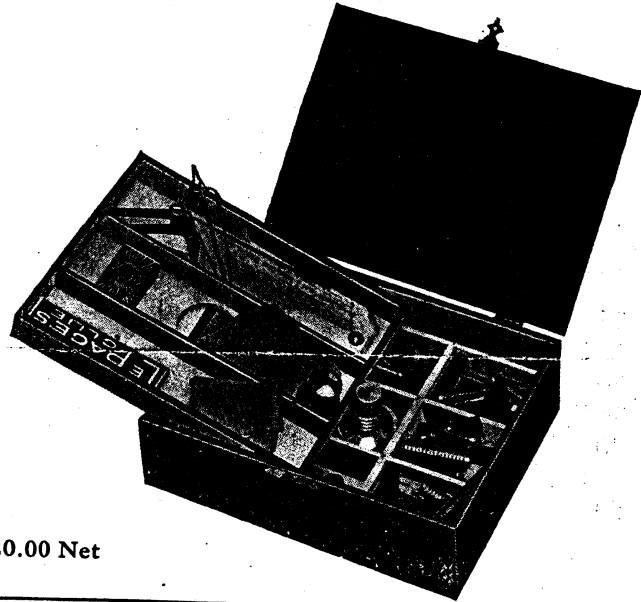
Reservoir Hook
Feed Drive Pin
Sheet Rubber

Chamois
Alcohol Lamp
File

Conklin Standardized Interchangeable Pen Parts

No. of Pen	Caps with Clips	Lockrings	Bars	Reservoirs
25	2	2	1	6
25 P	2		1	6
30	4	4	2	24
30 P	2		1	12
40	2	2	1	12
40 P	2		1	6
50	2	2	1	6

Price Complete No. 1 Kit, \$20.00 Net



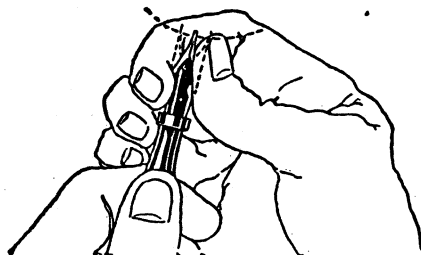
A SAMPLE PAGE FROM CONKLIN'S SERVICE MANUAL ON PEN REPAIRS

Page 4

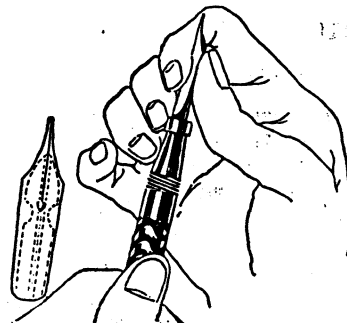
Instructions for Repairing *Conklin* Crescent Filler Fountain Pen

Removing Gold Pen Point for Exchange or Adjustment

In removing a gold pen, hold the pen section (part No. 3) very tightly with the fingers, then move the gold pen back and forth in a circular motion around the feed (part No. 4) as shown in illustration, pulling on the pen slightly at the same time so as to work it out of the holder. By working the gold pen back and forth sideways in this manner it can be removed with practically no danger of chipping the iridium off the tips of the gold nibs. In order to get a good grip on the feed and the gold pen when removing gold pens from the holders or inserting them in the holders, a piece of sheet rubber is useful. If the aforesaid operation should fail to remove the feed and gold pen with reasonable ease, heat the feed and pen section by passing them back and forth through a small flame from an alcohol lamp. This will soften the rubber. Be careful



Removing the Gold Pen



Proper Position for Inserting Gold Pen and Feed Section

not to hold the section in the flame too long as the rubber will be burned. *Do not use metal pliers or grippers on gold pen to pull it out.*

How to Replace Gold Pens and Feeds in Section

When inserting a gold pen in the holder, place the feed in the proper position against the gold pen so that the ink channels of the feed will be in the curvature of the gold pen. Place the pointed end of the feed about $\frac{1}{8}$ of an inch (5 M. M.) from the writing end of the gold pen. Hold both gold pen and feed firmly together as shown in illustration and insert in pen section, pushing down feed and gold pen so that the word "Toledo" on the gold pen will be about $\frac{1}{8}$ from the pen section.

The Conklin Pen Mfg. Co., Toledo, Ohio

BOSTON
Blake Bldg.

CHICAGO
Lytton Bldg.

SAN FRANCISCO
Phelan Bldg.

This Side is for the Address Only

Private Mailing Card

AUTHORIZED BY ACT OF CONGRESS OF MAY 19, 1908

PLACE
ONE CENT
STAMP
HERE

THE CONKLIN PEN MFG. CO.

Cor. Huron and Jackson Sts.

TOLEDO, OHIO

SALES DEPARTMENT

The Conklin Pen Mfg. Co.,
Toledo, Ohio.

Gentlemen:

.....1921

In order to make my store a Conklin Service Station and thus give my customers quick and satisfactory service on repair work and adjustments, please send me the Conklin Repair Service Kit which I have marked below.

.....Conklin Service Outfit Number One—\$20.00 net.

.....Conklin Service Outfit Number Two—\$35.00 net.

Yours truly,

Conklin

**FILLER
Fountain Pen**

Manufacturers of
Conklin Crescent Filler Fountain Pen
and Conklin Automatic Pencils

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